

FIG.1: LINKED MS EXCEL WORKSHEETS

112

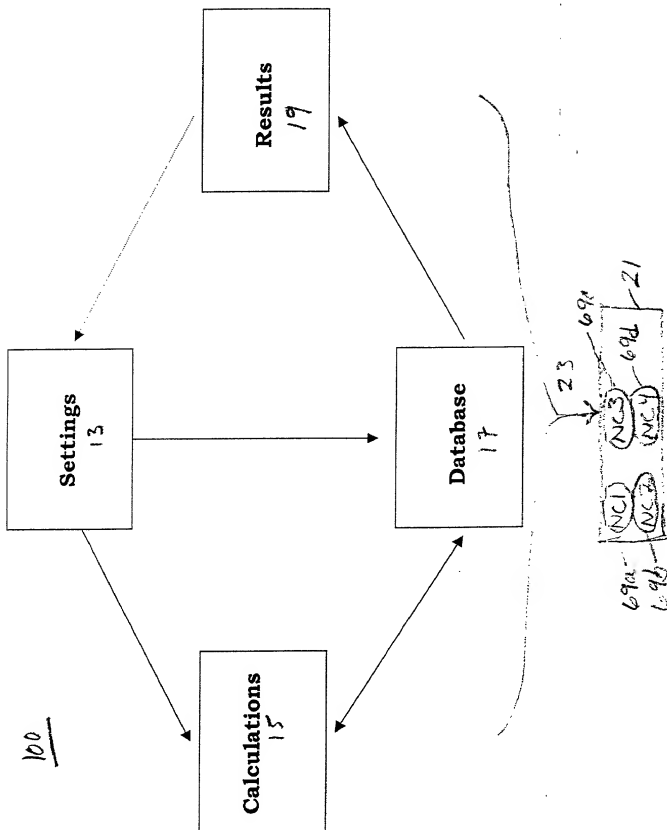
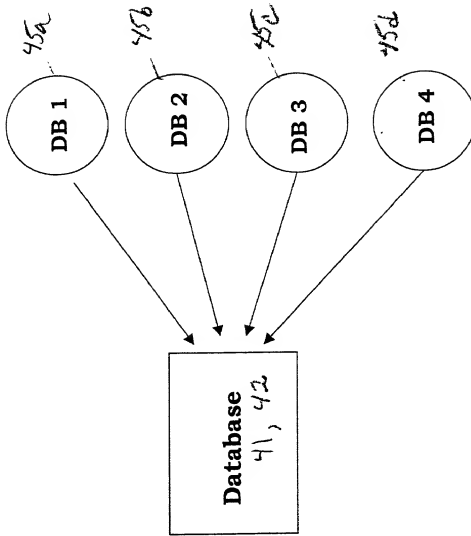


FIG.2: MODULES WITHIN WORKBOOKS - DATABASE

172



**FIG.3: MODULES WITHIN WORKBOOKS -
CALCULATIONS**

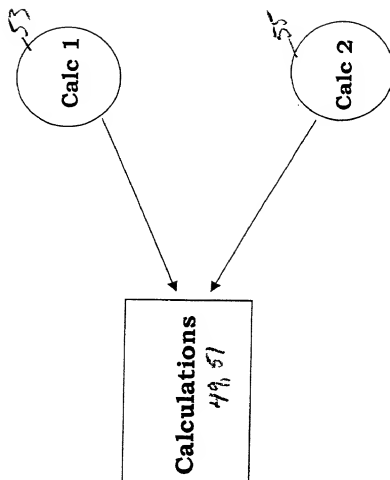
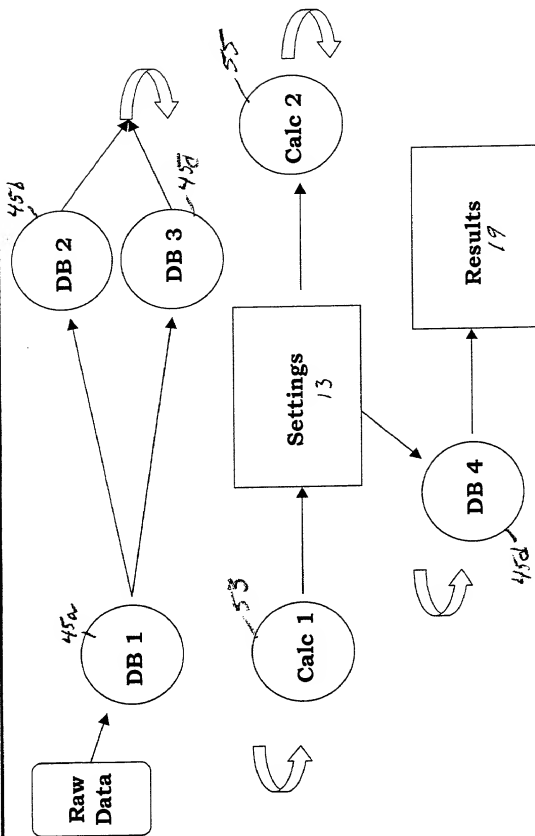


FIG. 4: FLOW DIAGRAM



Intervals

ABS DIFF 12.7735%
CORREL 0.6388

27

2011090905260

29

31

Threshold

3. Trans.

2. Adj.

1. Reenerg.

Type

Interval

Interval

Interval

I. Prediction

A. Key Business Parameters

1. Mkt Share/Revenue Ratio
2. Asset Intensity (Asset/Rev Ratio)
3. Change in Profitability

B. Funding Strategy / Risk

1. Company Beta
2. Debt/Equity Ratio
3. Creditworthiness
4. Cash Flow/Revenue Ratio

C. Market

1. Relative Market Share
2. Change in Market Share
3. Relative Elasticity of Demand

II. Actual

A. Business Structure

1. Business Mix
2. Business Age
3. Number of Divisions
4. Number of SIC Industries

B. Business Strategy

1. R&D Investment
2. Acquisition Strategy
3. Strategic Intent

Percentile
Percentile
Percentile

Percentile
Percentile
Percentile
Percentile

Percentile
Percentile
Percentile

High
Low
decl.

High
Low
Medium
Medium

Medium
Medium
Incr.

Medium
Medium
High
High

Low
High
Zero

Low
High
Low
Low

High
Incr.
Medium

Low
Decl.
Low

Percentile
Fixed
Percentile
Percentile

Percentile
N/A
N/A

N/A
Low
N/A
N/A

High
N/A
N/A

High
High
High
High

Low
N/A
N/A

Low
High
Low
Low

Low
N/A
N/A

List of Arguments For This Table

Percentile
Fixed
N/A

High
Incr.
N/A

Medium
Zero
N/A

Low
Decl.
N/A

Fig 5A

332

A	B	C	D	E	F	G	H	I
Conversion		Do Not Change						
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								
11								
12								
13								
14								
15								
16								
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21								
22								
23								
24								
25								
26								
27								
28								
29								
30								
31								
32								
33								
34								

Fig 5B

327
10110498560

	A	B	C	D	E	F	G	H
1	General Arguments			Arguments for Prediction		Arguments for Actual		Arguments for Threshold
2								
3								
4	Bottom	1	Decl.	1	Decl.	1	Fixed	2
5	Extra	4	High	3	High	3	N/A	9
6	Middle	2	Incr.	3	Incr.	3	Percentile	1
7	N/A	9	Low	1	Low	1		
8	Top	3	Medium	2	N/A	9		
9			Zero	2				
10								
11								
12	If any of these arguments change, each list has to be sorted alphabetically by name in ascending order.							
13								
14								
15								

Fig. 5c

Scoring

ABS DIFF 12.7735%
CORREL 0.6388

I. Prediction

A. Key Business Parameters

1. Mkt Share/Revenue Ratio
2. Asset Intensity (Asset/Rev Ratio)
3. Change in Profitability

B. Funding Strategy / Risk

1. Company Beta
2. Debt/Equity Ratio
3. Creditworthiness
4. Cash Flow/Revenue Ratio

C. Market

1. Relative Market Share
2. Change in Market Share
3. Relative Elasticity of Demand

II. Actual

A. Business Structure

1. Business Mix
2. Business Age
3. Number of Divisions
4. Number of SIC Industries

B. Business Strategy

1. R&D Investment
2. Acquisition Strategy
3. Strategic Intent

357
TOTAL: 91,985,60
- 29

1. Reenerg.	Score	2. Adj.	Score	3. Trans.	Score
	100.00	100.00	100.00	100.00	100.00
	25.00	25.00	25.00	25.00	25.00
	100.00	100.00	100.00	100.00	100.00
	100.00	100.00	100.00	100.00	100.00
	125.00	125.00	125.00	125.00	125.00
	25.00	25.00	25.00	25.00	25.00
	25.00	25.00	25.00	25.00	25.00
	200.00	200.00	200.00	200.00	200.00
	150.00	150.00	150.00	150.00	150.00
	0.00	0.00	0.00	0.00	0.00
	0.00	75.00	75.00	100.00	100.00
	0.00	0.00	0.00		
	25.00	25.00	25.00		
	25.00	25.00	25.00		
	0.00	0.00	0.00	100.00	100.00
	112.50	75.00	75.00	112.50	112.50
	75.00	150.00	150.00	150.00	150.00

Fig 5D

Sample from Settings

Thresholds

ABS DIFF 12.7735%
CORREL 0.6388

I. Prediction

A. Key Business Parameters

1. Mkt Share/Revenue Ratio
2. Asset Intensity (Asset/Rev Ratio)
3. Change in Profitability

B. Funding Strategy / Risk

1. Company Beta
2. Debt/Equity Ratio
3. Creditworthiness
4. Cash Flow/Revenue Ratio

C. Market

1. Relative Market Share
2. Change in Market Share
3. Relative Elasticity of Demand

1. Bottom Threshold 2. Middle Threshold 3. Top Threshold

at Percentile at Percentile at Percentile

45.00%
55.00%
35.00%

45.00%
20.00%
45.00%

35.00%
35.00%
35.00%

85.00%
80.00%
58.00%

80.00%
82.00%
65.00%
65.00%

52.00%
55.00%
80.00%

II. Actual

A. Business Structure

1. Business Mix
2. Business Age
3. Number of Divisions
4. Number of SIC Industries

B. Business Strategy

1. R&D Investment
2. Acquisition Strategy
3. Strategic Intent

56.25%
56.25%
56.25%
75.00%

Fig 5E

392
FOI 10-545260

	A	B	C	D	E	F	G	H
1	Thresholds							
2								
3	ABS DIFF	12.7735%						
4	CORREL	0.6388						
5								
6								
7	I. Prediction							
8	A. Key Business Parameters							
9	1. Mkt Share/Revenue Ratio							
10	2. Asset Intensity (Asset/Rev Ratio)							
11	3. Change in Profitability							
12	B. Funding Strategy / Risk							
13	1. Company Beta							
14	2. Debt/Equity Ratio							
15	3. Creditworthiness							
16	4. Cash Flow/Revenue Ratio							
17	C. Market							
18	1. Relative Market Share							
19	2. Change in Market Share							
20	3. Relative Elasticity of Demand							
21								
22	II. Actual							
23	A. Business Structure							
24	1. Business Mix							
25	2. Business Age							
26	3. Number of Divisions							
27	4. Number of SIC Industries							
28	B. Business Strategy							
29	1. R&D Investment							
30	2. Acquisition Strategy							
31	3. Strategic Intent							
32								
33								
34								

Fig 5F

Fig 5E

Sample worksheet from "Database" workbook.

4567891011121314151617181920212223242526272829303132333435363738

4567

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
3 Com Corporation															
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
1 Fortune Fastest Growth (5 yrs)				ABS DIFF				21.83%				Analyze			
DB 2.0				DB 2.0				DB 2.0				DB 2.0			
IL Prediction				Value				Interval				1. Reenerg.			
277				277				277				277			
A. Key Business Parameters				Value				Interval				1. Reenerg.			
1. Mkt Share/Revenue Ratio				-455.14%				Low				100			
2. Asset Intensity (Asset/Rev Ratio)				0.78				Low				25			
3. Change in Profitability				-0.010				decl.				100			
B. Funding Strategy / Risk				Value				Interval				1. Reenerg.			
1. Company Beta				0.01				N/A				25			
2. Debt/Equity Ratio				1.50				Low				125			
3. Creditworthiness				0.20				High				25			
4. Cash Flow/Revenue Ratio				0.34				High				25			
C. Market				Value				Interval				1. Reenerg.			
1. Relative Market Share				-29.54%				Medium				200			
2. Change in Market Share				3.00				Decl.				40.00%			
3. Relative Elasticity of Demand				277				Medium				300			
Growth Strategy				Value				Interval				1. Reenerg.			
21				277				High				40.00%			
22				277				High				300			
23				277				High				40.00%			
IL Actual				Value				Interval				1. Reenerg.			
A. Business Structure				Value				Interval				1. Reenerg.			
1. Business Mix				102.45%				High				40.00%			
2. Business Age				21.00				High				300			
3. Number of Divisions				4.00				High				40.00%			
4. Number of SIC Industries				2.00				Low				300			
B. Business Strategy				Value				Interval				1. Reenerg.			
1. R&D Investment				11.01%				High				40.00%			
2. Acquisition Strategy				277				High				300			
3. Strategic Intent				277				High				40.00%			
Growth Strategy				Value				Interval				1. Reenerg.			
36				277				High				40.00%			
37				277				High				300			
38				277				High				40.00%			

Fig 6A

Sample worksheet from "Database" workbook.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
39																
40	45a →															
41	DBI															
42	45a →															
43	Latest Year Data Available															
44	1999	Revenues (in mil)	5,772.15													1979
45	1998	Revenues (in mil)	5,420.37													4.00
46	1997	Revenues (in mil)	5,606.08													635.79
47	1996	Revenues (in mil)														
48	1999	Assets (in mil)	4,495.39													0.00%
49	1998	Assets (in mil)	4,080.52													50.00%
50	1999	Debt Outstanding (in mil)	45.00													50.00%
51	1999	Shareholder's Equity (in mil)	3,196.46													100.00%
52	1999	Liabilities (w/o Debt)	1,160.58													
53	1999	Net Cash from Oper. Activ.	1,161.08													33.00%
54	1999	Cash at End of Year (in mil)	952.25													25.00%
55	1999	Interest paid	4.14													42.00%
56	Business Mix															
57	1998															
58	Geography Region															
59	Region 1	Revenues	2,962.76	% Share	54.66%	Assets	602.39	% Share	14.76%	Revenues	3,083.95	% Share	53.43%	Assets	596.33	% Change in Share
60	Region 2	Revenues	388.85	% Share	7.17%	Assets	88.12	% Share	2.16%	Revenues	442.91	% Share	7.67%	Assets	84.88	Revenues
61	Region 3	Revenues	2,068.76	% Share	38.17%	Assets	168.28	% Share	4.12%	Revenues	2,245.29	% Share	38.90%	Assets	150.35	-2.25%
62	Region 4	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	Assets		6.96%
63	Region 5	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	Assets		1.92%
64	Region 6	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	Assets		N/A
65	Business Segment	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	Assets		N/A
66	Segment 1	Revenues	2,347.08	% Share	43.30%	Assets		% Share	0.00%	Revenues	2,612.59	% Share	45.26%	Assets		4.53%
67	Segment 2	Revenues	2,808.94	% Share	51.82%	Assets		% Share	0.00%	Revenues	2,589.66	% Share	44.86%	Assets		-13.43%
68	Segment 3	Revenues	264.35	% Share	4.88%	Assets		% Share	0.00%	Revenues	569.90	% Share	9.87%	Assets		102.45%
69	Segment 4	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	Assets		N/A
70	Segment 5	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	Assets		N/A
71	Segment 6	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	Assets		N/A
72	Segment 7	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	Assets		N/A
73	Segment 8	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	Assets		N/A
74	Segment 9	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	Assets		N/A
75	Segment 10	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	Assets		N/A
76	1998															

Fy 6B

5142 TO 9495260

A	B	C	E	G	H	I	J	K	L
1	1. Mkt Share/Revenue Ratio								
2									
3									
4	Factor / Company								
5	A. Key Business Parameters								
6	1. Mkt Share/Revenue Ratio								
7									
8									
9									
10									
11	Strategy 29								
12									
13	1. Reenerg.	Interval	Type	From =>	To <	Analysis:			
14	2. Adj.	Low	Percentile	NEG INF	-3.43%	Mean	Sample Size	85.00	
15	3. Trans.	Medium	Percentile	-3.43%	50.45%	Minimum	Median	0.00%	
16		High	Percentile	50.45%	POS INF	SD	Maximum	1286.53%	
17							Variance	10.57	
18									
19									
20									
21									
22									
23									
24									
25									
26									
27									
28									
29									
30									
31									
32									

Company

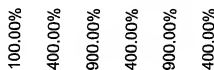


Fig 7A

497 0110-9185260

	A	B	C	D	E	F	G	H	I	J
1	All Factors									
2										
3										
4										
5										
6										
7										
8	I. Prediction									
9	A. Key Business Parameters									
10	1. Mkt Share/Revenue Ratio									
11	2. Asset Intensity (Asset/Rev Ratio)									
12	3. Change in Profitability									
13	B. Funding Strategy / Risk									
14	1. Company Beta									
15	2. Debt/Equity Ratio									
16	3. Creditworthiness									
17	4. Cash Flow/Revenue Ratio									
18	C. Market									
19	1. Relative Market Share									
20	2. Change in Market Share									
21	3. Relative Elasticity of Demand									
22	II. Actual									
23	A. Business Structure									
24	1. Business Mix									
25	2. Business Age									
26	3. Number of Divisions									
27	4. Number of SIC Industries									
28	B. Business Strategy									
29	1. R&D Investment									

27

3 Com Corporation

Adams Resources & Energy, Inc.

Alcoa

Fig 7B

Strategy Table

Company	Average	3 Com Corporation	Adams Resources & Energy, Inc.	Alcoa	Allied Waste Industries, Inc.	Amazon.com	America Online Inc.	American Express Company	Ameritrade Holding Corporation	Amsouth Bancorp.	Applied Digital Solutions
Sheet Number											
Analyze											
I. Prediction		1	2	3	4	5	6	7	8	9	10
1. Reenerg.	24.12%	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
2. Adj.	46.16%										
3. Trans.	28.73%	40.00%	46.67%	20.00%	46.67%	23.33%	13.33%	46.67%	10.00%	N/A	6.67%
II. Actual											
1. Reenerg.	28.42%	53.33%	50.00%	73.33%	33.33%	60.00%	63.33%	33.33%	36.67%	N/A	50.00%
2. Adj.	46.12%	11.20%	3.35%	6.67%	20.00%	16.67%	23.33%	20.00%	53.33%	N/A	43.33%
3. Trans.	25.45%	39.41%	69.59%	35.64%	50.69%	13.70%	28.08%	54.92%	21.54%	N/A	10.49%
ABS DIFF		49.38%	30.41%	38.42%	49.11%	59.84%	64.42%	34.68%	28.41%	N/A	72.83%
Correlation		8.84%	0.00%	8.84%	0.00%	26.45%	7.50%	10.40%	50.05%	N/A	16.86%
1. Reenerg.	12.7735%	21.8318%	15.2797%	12.6095%	13.3333%	6.5200%	10.5536%	6.3980%	7.6982%	N/A	17.6375%
2. Adj.	0.6299										
3. Trans.	0.57538										
Average	0.63878										

Fig 8

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1	Colgate-Palmolive Company															
2	26 Fortune Most Admired List ABS DIFF 1.91% Analyze yes															
3	45b															
4	45c															
5	277															
6	A. Key Business Parameters															
7	1. Mkt Share/Revenue Ratio															
8	2. Asset Intensity (Asset/Rev Ratio)															
9	3. Change in Profitability -															
10	B. Funding Strategy / Risk															
11	1. Company Beta															
12	2. Debt/Equity Ratio															
13	3. Creditworthiness															
14	4. Cash Flow/Revenue Ratio															
15	C. Market															
16	1. Relative Market Share															
17	2. Change in Market Share															
18	3. Relative Elasticity of Demand															
19																
20																
21																
22																
23	27 (cont)															
24	45c															
25	III. Actual															
26	A. Business Structure															
27	1. Business Mix															
28	2. Business Age															
29	3. Number of Divisions															
30	4. Number of SIC Industries															
31	B. Business Strategy															
32	1. R&D Investment															
33	2. Acquisition Strategy															
34	3. Strategic Intent															
35																
36																
37																
38																

Fig 9A

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
39	III. Data															
40																
41																
42	Latest Year Data Available															
43	1999															1806
44	1999	Revenues (in mil)	9,118.20													2.00
45	1998	Revenues (in mil)	8,971.60													169.00
46	1997	Revenues (in mil)	9,056.70													
47	1996	Revenues (in mil)	8,749.00													
48	1999	Assets (in mil)	7,423.10													50.00%
49	1998	Assets (in mil)	7,665.20													50.00%
50	1999	Debt Outstanding (in mil)	2,582.20													100.00%
51	1999	Shareholder's Equity (in mil)	1,833.70													
52	1999	Liabilities (w/o Debt)	3,007.20													
53	1999	Net Cash from Oper. Activ.	1,292.70													
54	1999	Cash at End of Year (in mil)	199.60													
55	1999	Interest paid	171.60													
56	Business Mix															
57	Geography Region															
58	Region 1	Revenues	3,043.40	% Share	33.92%	Assets		% Share	0.00%	Revenues	3,213.00	% Share	35.24%	% Change in Share	0.00%	Assets
59	Region 2	Revenues	2,407.90	% Share	26.84%	Assets		% Share	0.00%	Revenues	2,356.70	% Share	25.85%	% Change in Share	0.00%	Assets
60	Region 3	Revenues	2,067.70	% Share	23.05%	Assets		% Share	0.00%	Revenues	2,028.80	% Share	22.25%	% Change in Share	0.00%	Assets
61	Region 4	Revenues	1,452.60	% Share	16.19%	Assets		% Share	0.00%	Revenues	1,519.70	% Share	16.67%	% Change in Share	0.00%	Assets
62	Region 5	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	% Change in Share	0.00%	Assets
63	Region 6	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	% Change in Share	0.00%	Assets
64	Business Segment															
65	Segment 1	Revenues	7,975.70	% Share	88.90%	Assets		% Share	0.00%	Revenues	8,048.90	% Share	88.27%	% Change in Share	0.00%	Assets
66	Segment 2	Revenues	995.90	% Share	11.10%	Assets		% Share	0.00%	Revenues	1,069.30	% Share	11.73%	% Change in Share	0.00%	Assets
67	Segment 3	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	% Change in Share	0.00%	Assets
68	Segment 4	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	% Change in Share	0.00%	Assets
69	Segment 5	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	% Change in Share	0.00%	Assets
70	Segment 6	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	% Change in Share	0.00%	Assets
71	Segment 7	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	% Change in Share	0.00%	Assets
72	Segment 8	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	% Change in Share	0.00%	Assets
73	Segment 9	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	% Change in Share	0.00%	Assets
74	Segment 10	Revenues		% Share	0.00%	Assets		% Share	0.00%	Revenues		% Share	0.00%	% Change in Share	0.00%	Assets
75																
76																

Fig 9B

45a
42a (cont)
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Fig 9C

All Factors

I. Prediction		3 Com Corporation		Adams Resources & Energy, Inc.		Colgate-Palmolive Company		Compaq Computer Corporation	
		Analyze Value	yes Interval	Analyze Value	yes Interval	Analyze Value	yes Interval	Analyze Value	yes Interval
A. Key Business Parameters									
1. Mkt Share/Revenue Ratio		-455.14%	Low	20.47%	Medium	-37.22%	Low	-69.67%	Low
2. Asset Intensity (Asset/Rev Ratio)		0.78	Low	0.07	Low	0.81	Low	0.71	Low
3. Change in Profitability		-0.97%	decl.	-0.07%	Zero	1.01%	Incr.	-1.70%	decl.
B. Funding Strategy / Risk									
1. Company Beta			N/A		N/A		N/A		N/A
2. Debt/Equity Ratio		0.01	Low	0.27	Medium	1.41	Medium	0.03	Medium
3. Creditworthiness		1.50	High	0.03	Low	1.56	High	1.31	High
4. Cash Flow/Revenue Ratio		0.20	High	0.00	Low	0.14	Medium	0.03	Low
C. Market									
1. Relative Market Share		0.34	Medium	0.28	Medium	0.23	Medium	0.44	High
2. Change in Market Share		-29.54%	Decl.	20.96%	Incr.	-0.61%	Zero	-16.44%	Decl.
3. Relative Elasticity of Demand		3.00	Medium	2.67	Low	2.00	Low	3.00	Medium
II. Actual									
A. Business Structure									
1. Business Mix		102.45%	High	17.15%	Low	5.64%	Low	12.45%	Low
2. Business Age		21.00	High	53.00	High	194.00	High	18.00	High
3. Number of Divisions		4.00	High	3.00	Low	2.00	Low	4.00	High
4. Number of SIC Industries		2.00	Low	3.00	High	2.00	Low	2.00	Low
B. Business Strategy									
1. R&D Investment		11.01%	High	0.00%	Low	1.85%	Low	4.31%	Low

101110-9495260

49a

Pg 9D

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A	B	C	AC
Strategy Table			
1			
2			
3			
	Company	Average	Colgate-Palmolive Company
4			
5	Sheet Number		26
6	Analyze		yes
7			
8	I. Prediction		
9	1. Reenerg.	24.12%	60.00%
10	2. Adj.	46.16%	33.33%
11	3. Trans.	29.73%	6.67%
12	II. Actual		
13	1. Reenerg.	28.42%	58.89%
14	2. Adj.	46.12%	31.58%
15	3. Trans.	25.45%	9.53%
16			
17			
18	ABS DIFF	12.7735%	1.9111%
19			
20	Correlation		
21	1. Reenerg.	0.65299	
22	2. Adj.	0.57538	
23	3. Trans.	0.68798	
24			
25	Average	0.63878	

Fig 9 E

NEW CLIENT ANALYSIS FLOW DIAGRAM

217

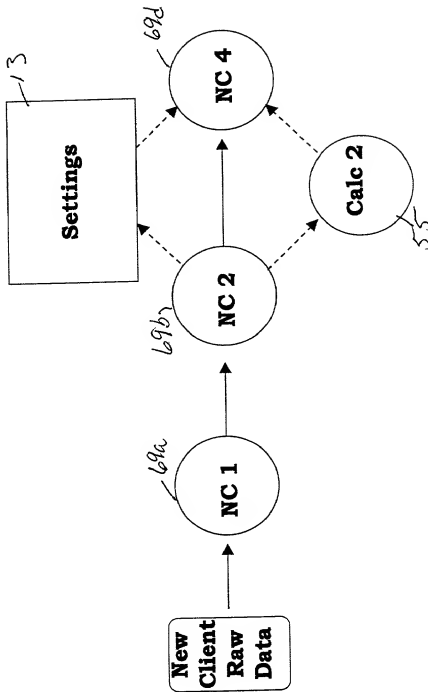


Fig 10A

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A	B	C	O	P	F	G	H	I	J	P	L	M	N	O	P
"Fill In New Client Name"															
1	69b														
2	27														
3	69d														
4	Value														
5	1. Prediction														
6	A. Key Business Parameters														
7	1. Mkt Share/Revenue Ratio														
8	2. Asset Intensity (Asset/Rev Ratio)														
9	3. Change in Profitability														
10	B. Funding Strategy / Risk														
11	1. Company Beta														
12	2. Debt/Equity Ratio														
13	3. Creditworthiness														
14	4. Cash Flow/Revenue Ratio														
15	C. Market														
16	1. Relative Market Share														
17	2. Change in Market Share														
18	3. Relative Elasticity of Demand														
19															
20															
21															
22															
23	Value														
24	1. Growth														
25	A. Business Strategies														
26	1. Expansion														
27	2. Diversification														
28	3. Restructuring														
29	4. New Products														
30	B. Financial Strategies														
31	1. Capital Structure														
32	2. Dividend Policy														
33	3. Share Buyback														
34	C. Strategic Plan														
35	1. Growth														
36	2. Diversification														
37	3. Restructuring														
38	4. New Products														

Fig 101.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
39																
40	III. Data															
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Sample

Fig 100